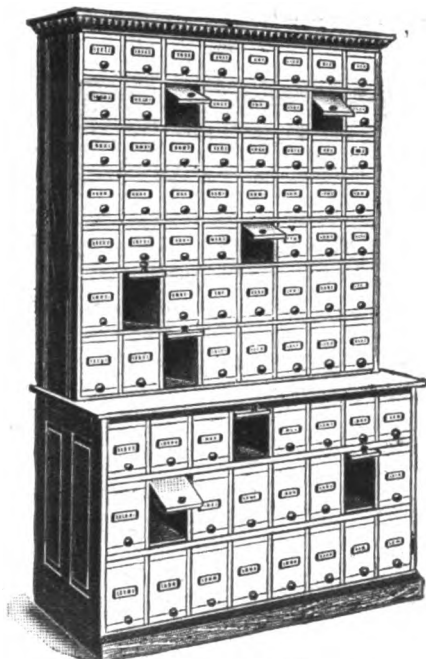


handsomely illustrated catalogue showing a full line of hardware cases and shelving will be sent free to any hardware dealer upon application to the company.

### Warren's New Bolt Case.

The engraving herewith represents a new bolt case now being introduced by the J. D. Warren Manufacturing Company, 152 158 Lake street, Chicago. The case consists of pigeon holes that vary in size, with a tilting cover in front, which is held in place through a very ingenious device so that it drops closely down over the front of each pigeon hole, giving it the appearance of a drawer. On this front is a brass card holder, 1x4½ inches long. When any certain size of bolt is desired, the salesman has simply to take hold of the knob, raise the tilting cover and slide it back, similar to a curtain on a desk. This affords an opportunity of selecting the size desired without mixing the different sizes. It stands upright



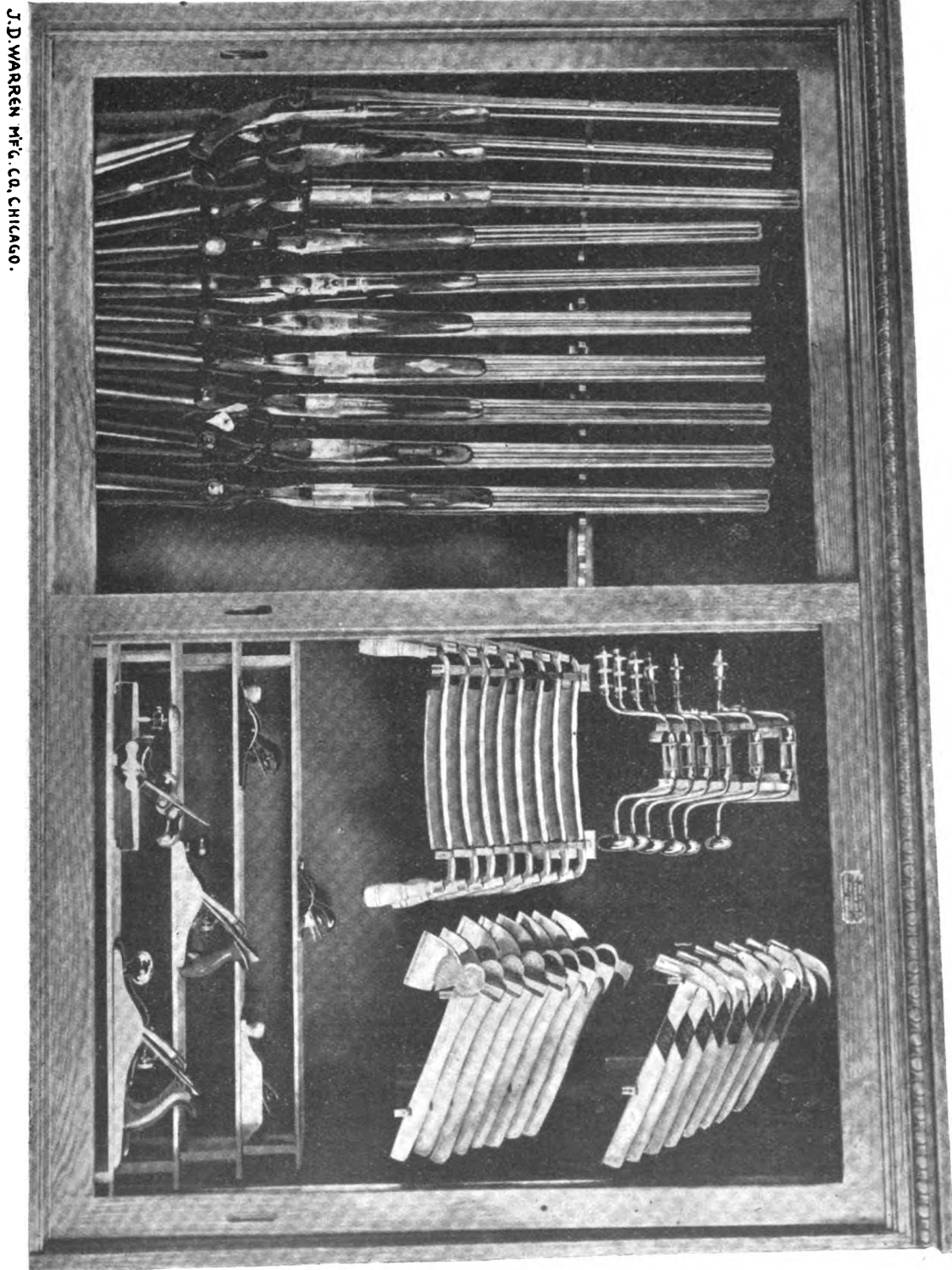
WARREN'S NEW BOLT CASE.

and the extra space that is naturally formed by this depth forms a storage space for extra stock of small bolts. It is built in two sections, the upper one being 15 inches deep from front to back, the lower one 26 inches deep from front to back, and in length 4, 6 and 8 feet, thus containing from 84 to 168 different sizes.

It is made the same as all of the company's hardware shelving, of antique oak, and it promises to be just what thousands of hardware merchants have been looking for. A

**New Design in Hardware Cases.**

The J. D. Warren Manufacturing Company, 152-153 Lake street, Chicago, have been designing during the last six months a new line of wall display cases, very completely arranged in many attractive styles for all kinds of hardware, sporting goods and tinware. It now being near the beginning season we illustrate herewith a new design showing a combination of guns and mechanics' tools, which promises to be-



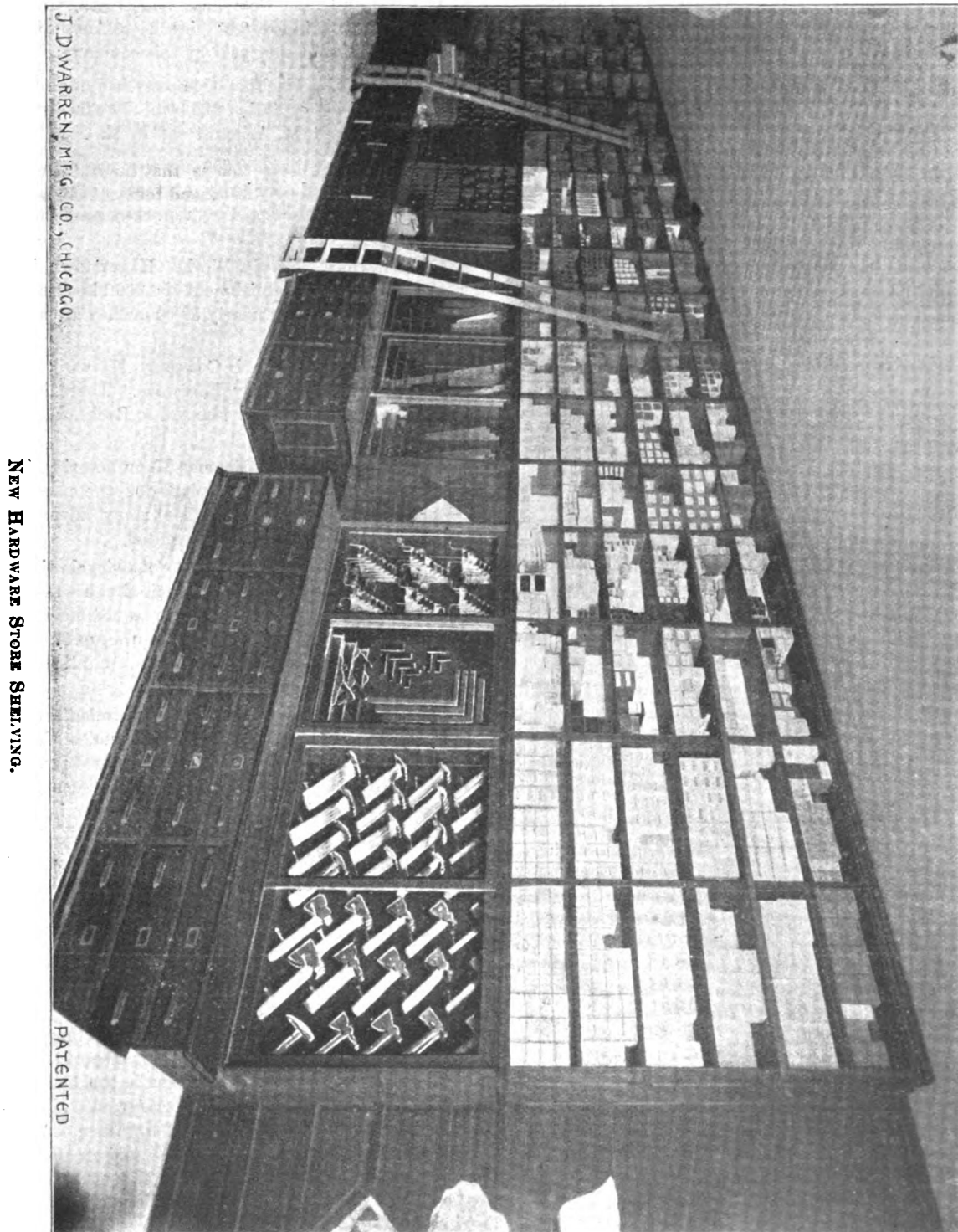
J. D. WARREN MFG. CO. CHICAGO.

IMPROVED DESIGN IN HARDWARE CASES.

come very popular with hardware dealers. This cabinet is made of antique oak in keeping with all the company's line of hardware shelving, being lined with rich felt and brackets arranged to hold all kinds of machinists' tools, saws, hammers, hatchets, braces, planers, etc. They are made in various sizes, extending in length from 3 feet to 12 feet, the end being neatly paneled and finished in first-class style in every respect. If desired various sizes of hand saws may be substituted in place of guns. A store equipped with the Warren system of cases and shelving insures correct arrangement of of hardware stock for both wholesale and retail houses.

### Hardware Store Shelving.

The illustration herewith shows a view of an up to date hardware store equipped with the improved shelving and specialty cases made by the J. D. Warren Manufacturing Company, 152 Lake street, Chicago. The different sections represented are provided by a carefully arranged system of cases specially adapted for holding hatchets, hammers, squares, planes, braces, hand saws, nails, cutlery, in fact, every conceivable article comprising shelf hardware, including bicycle parts and sundries, sporting goods and tinware.

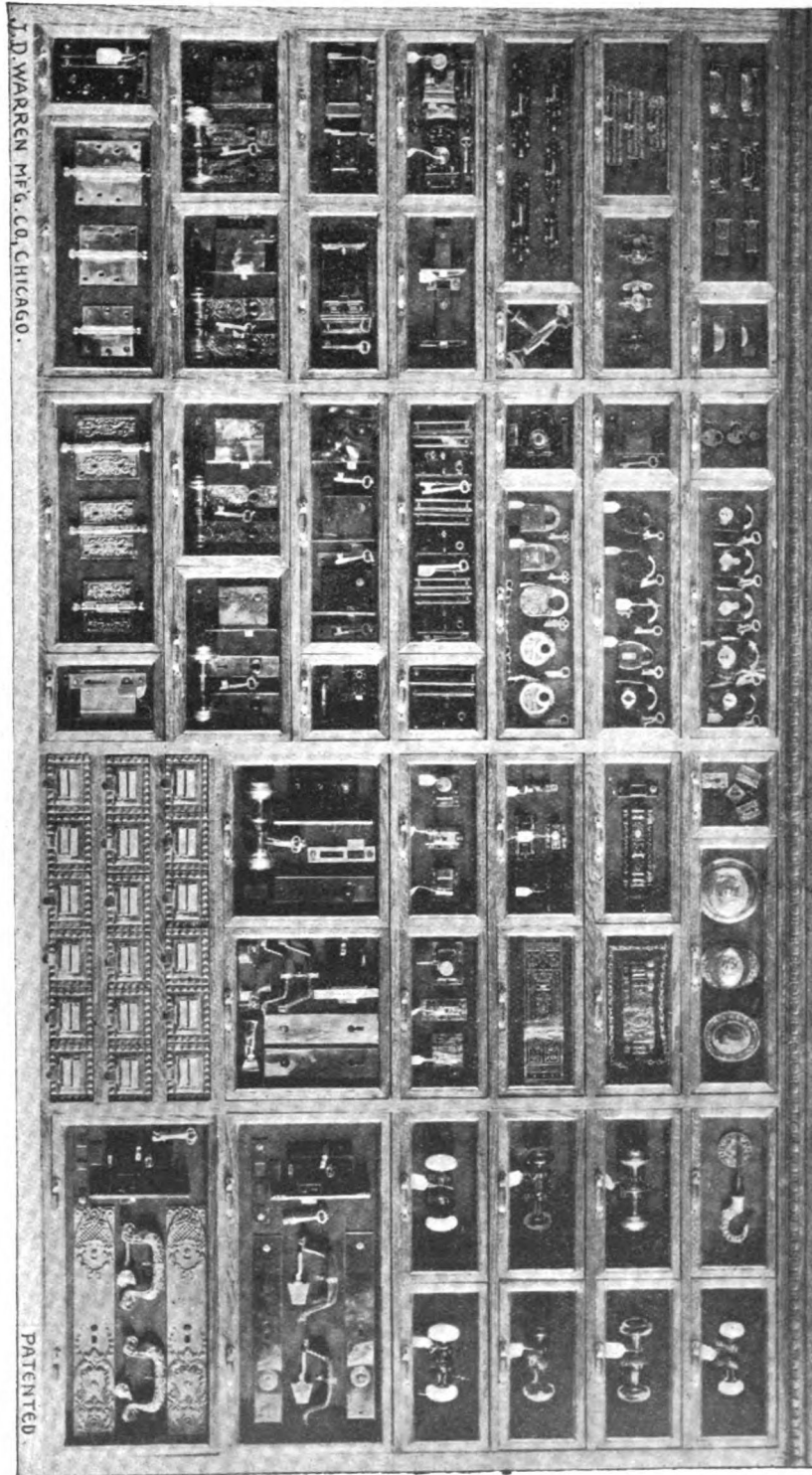


These cabinets are made of antique oak, in keeping with all the company's line of hardware shelving, being lined with rich felt, and with brackets systematically arranged for holding the particular articles they are intended for. Each case is made in various sizes, extending in length from 3 to 12 feet, the ends being neatly paneled and finished in first class style, so that any sized store room can be conveniently and perfectly fitted out with the different designs and placed so as to form any system of arrangement the hardware dealer may desire.

**Warren's New Lock Case.**

The J. D. Warren Manufacturing Company, 152-158 Lake street, Chicago, have recently brought out a newly designed lock case, illustrated herewith, specially designed for hardware stores. A number of dealers who have already adopted this improved cabinet have written the manufacturers in hearty terms of its advantages over the old way of keeping goods to retail, or original packages, as the packages by handling soon become broken and the goods dirty and damaged

WARREN'S NEW LOCK CASE.



and small pieces lost, while by the Warren method of showing goods in their respective places, behind glass samples, are always clean and in place, and show up to the best possible advantage, there being no occasion to handle original packages until the sale is made. The stock is always in good shape, and the packages being well displayed, are always in attractive view before the customer.

of construction permits of the filling and emptying of the bin as quick or quicker than a sack of shot could be emptied and taken from the usual shot case.

The case containing the revolving bins as shown in cut, forms a regular counter with tops, ends, and sides made of solid oak. The bins consist of metal and wood, strongly built, and by an ingenious device they are so perfectly poised that a child of ten years can lower, weigh from, and raise easily.

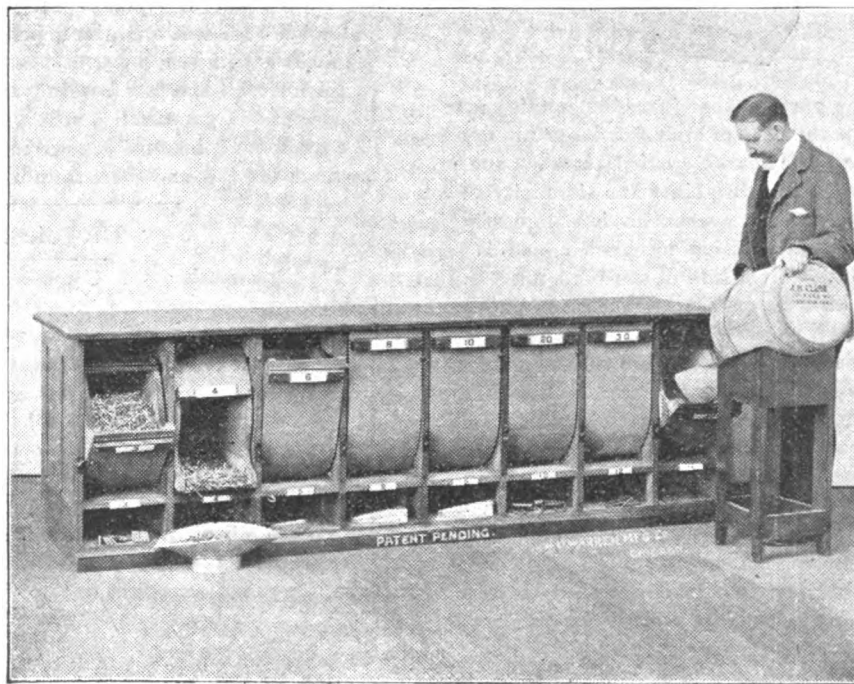
In lowering the nails never tilt suddenly, but slide easily and quickly, regardless of quantity, so that a few or all can be instantly removed at will, and through a unique device every bin is self-balancing in any position desired. In lowering, the mouth projects out over the scoop, preventing any scattering on the floor.

Each counter contains eight bins, and each bin holds 150 pounds of nails, so that a single counter provides for the common sizes, viz., 3, 4, 6, 8, 10, 20, 30 and 40 D nails. The finish and neatness permit the nail counter being carried at front or center of store.

Underneath the nail bin are pigeon-holes for 25 pound boxes of finishing nails, strap hinges and other goods. These sub-bins extend 10 inches above the floor, thus giving ample space for the nail scoop. The nail counters are securely packed and safely shipped to any point in the United States. The bins are furnished with a chute, sent with each set, through which the nails slide, in filling the bins, as rapidly as shot in a funnel.

#### Warren's Revolving Nail Bin.

The cut herewith represents a new nail bin recently invented by J. D. Warren, president of the J. D. Warren Manufacturing Company, 152 Lake street, Chicago, and which is now being manufactured and put on the market by the above company. The idea occurred to Mr. Warren while serving the time that nearly all hardware clerks have to devote to "filling up nail bins," in which a lame back, sore muscles, broken suspenders, and flying buttons was the usual outcome. He could never understand why nails had to be hooked out



WARREN'S REVOLVING NAIL BIN.

of bins placed on the floor, and could see no reason why they should not be so arranged that they could be as conveniently handled as any other hardware goods. Since his whole thought and attention during the last four years has been devoted to time and labor-saving hardware shelving, and other conveniences, the nail bin problem has been one that he has now solved beyond his greatest expectation, as the style

## A Model Hardware Store on Exhibition In Chicago.

The J. D. Warren Manufacturing Company now have on display in the Marine building at 152 158 Lake street, Chicago, a complete exhibition of a unique hardware store, representing the best system ever devised particularly adapted to modern arrangement of hardware stock. The company have recently taken a large portion of the third floor of the building fronting on La Salle street, where they have fitted up a model store for the purpose of showing to the trade the Warren patent interchangeable cabinets and shelving which they manufacture for the use of wholesale and retail hardware dealers. The equipment represents the method of subjoining various designs in cabinets specially built for particular articles of hardware, and shows how a large or small store may be systematically fitted up with complete compartments for diversified stock. The scientific principles involved in the patents represent the outcome of many years' special study and careful experiment by the inventor. The goods upon the whole are now having a large sale throughout the United States, and promise to revolutionize hardware store methods in this and foreign countries. These goods have already been adopted by many leading dealers in nearly every state in the Union, and consignments have been sold in England, Germany, Sweden and Norway, South America and the West Indies. The practicability of the goods are highly endorsed universally. Their marvel beauty and simplicity win the favor of every aggressive hardware dealer as well as the salesman, and the material advantages they render over the old method of storing hardware are probably only to become fully realized by the hardware man during the next quarter century.

It is often said that inventors rarely reap the benefit of their inventions. It may be said that an inventor is seldom found who possesses inventive genius and business tact alike. In this particular the originator of the Warren system of hardware shelving is a descendant of scientific lineage antedating the Seventeenth century. Possessing this peculiar character in hereditary tendency, combined with a life experience in the hardware store, the useful knowledge of the inventor is exemplified in inventive skill and business ability alike. Mr. Warren is indebted materially to no one for the invaluable principles involved in his patents, while on the other hand he has withstood much opposition during the experimental stages of his inventions. The goods had to be introduced and a demand created by persistent effort, consistently applied in an entirely new field. Ignoring the remonstrances of influential hardware men who deprecated the idea of modernizing the methods of the hardware store, Mr. Warren, energetic, aggressive and persistent, with confidence in the value of his product, during the past four years has demonstrated to the advantage of the hardware trade and his friends of the grip for many years, the great feasibility and usefulness which the perfection of his plans has developed. The Warren patent shelving thoroughly revolutionized the hardware store as Disston revolutionized the saw, and as Edison quickened the pulse of power.

Many designs of the Warren hardware shelving have been printed in THE JOURNAL OF COMMERCE during the past year. The difficulty of describing minutely the full merits of the entire system necessitated the establishment of the model store, and all hardware men visiting Chicago would do well to avail themselves of the opportunity offered for personally inspecting the goods now on exhibit. Every hardware specialty is particularly provided for. All cases are built in oak faced portable sections, which feature enables a merchant to fit up an entire store in a single day, and at any time he wishes to re-arrange the location of any line of goods, or move into another building, these cabinets can be moved by two men with convenience and safety. The designs, measurements and proportions are interchangeable, providing correct spaces and complete accommodations for all kinds of

hardware goods in respective places, the drawers being so arranged that when adding new patterns or sizes no difficulty is found in providing a place for them, close to the pattern they belong with. The depth and face length of the drawers are made uniform, and being interchangeable, they can be mixed up or changed about to suit the convenience of the salesman; they can be changed from one end of the store to the other and will fit into place as accurately as in the case they were taken from. The drawers are made with glass fronts, back of which is an adjustable sample board covered with red billiard cloth, to which the sample is attached, preventing it from rusting or becoming tarnished. The glass front enables the new merchant or inexperienced clerk to be master of any line by the sample being thus displayed, saving both the salesman and customer's time. These cabinets can be shipped to any part of the United States at reasonable low rates as safely as refrigerators or other articles of furniture. These goods can be found in everyday use at Chicago, Burlington, Des Moines, Dubuque and Council Bluffs, Ia.; Minneapolis, Minn.; Stevens Point, Wis.; Red Lodge, Mont.; Seneca, Kas.; St. Louis, Mo.; New Orleans, La.; Yazoo, Miss.; Pittsburg, Pa.; New York City, Buffalo, Albany and Jamestown, N. Y.; Ansonia, Conn. They can also be found in the stores of C. E. Churchill & Co., and T. E. Garmage, London, England; The Cycle Manufacturing Company, Copenhagen, Denmark; Edward Stark & Co., Porte Prince, Hayti; C. E. Hall & Co., Honolulu.

Customers' replies to a large number of inquiries recently sent out by the company to obtain the opinions of hardware dealers who have adopted the Warren shelving showed the average percentage of benefits as follows:

	Percent.
Percentage of increased sales.....	25
Percentage less capital required.....	33 1/4
Percentage less labor required.....	25 1/4
Percentage of goods saved from injury.....	18
Percentage of goods saved from being misplaced and lost track of.....	17 1/4
Percentage of time saved in waiting on customers.....	40
Number of months in which its advantages will pay for itself.....	15 1/2
Percentage of customers preferring it to the old way.....	100

NOTE—The universal reply, without an exception, to this last question was: "All prefer the new way."

The personal of the Warren Manufacturing Company is of a reliable character, which insures an untiring interest being taken in the filling of all orders with great care and with a strong guarantee of satisfaction. J. D. Warren is president; George F. Wright, vice-president; Charles R. Hannan, president of the Bankers' Association of Iowa, is treasurer, and A. B. Waite, of the Simmons Hardware Company, secretary.

**DO** you want a Practical and Successful Partner and Salesman?

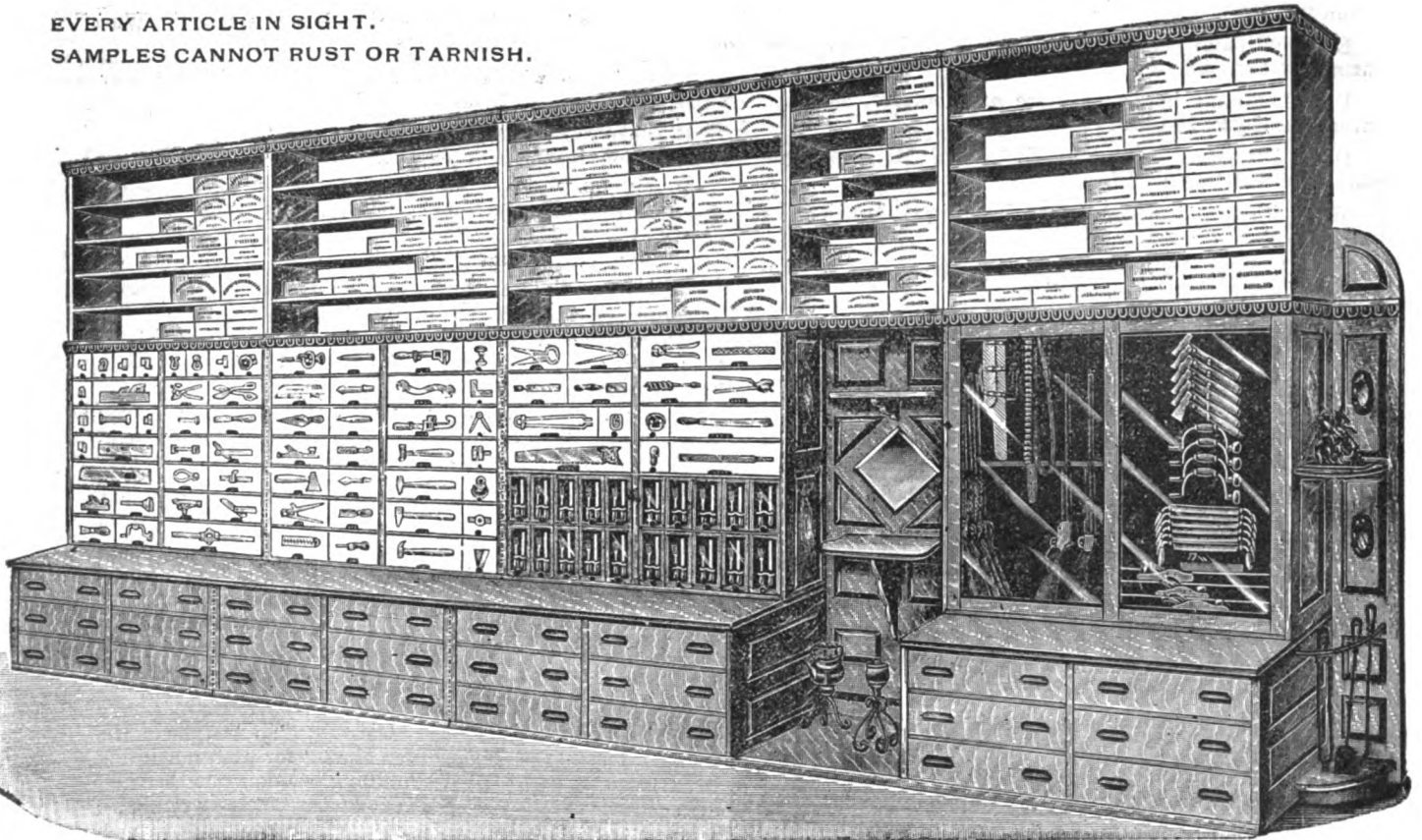
.... IF SO, SECURE ....

# Warren's Patent Interchangeable Glass Front Drawer Portable Cabinets.

Forming the Richest, Most Compact and Economical Shelving Ever Designed.

EVERY ARTICLE IN SIGHT.

SAMPLES CANNOT RUST OR TARNISH.



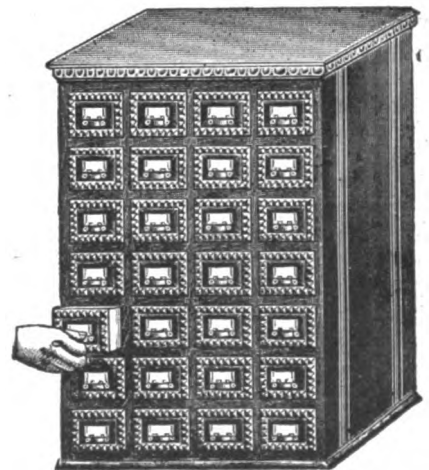
Patented both Mechanical and Design.



Warren's Cycle Parts and Extras Cabinet.



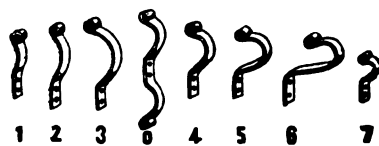
Warren's Bolt Cabinet.



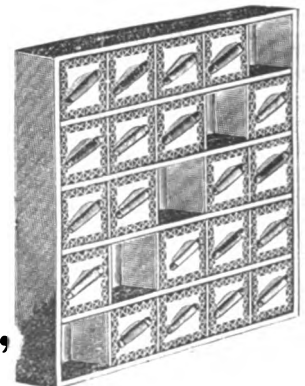
Warren's Screw Cabinet. All Sizes.



Warren's Filing Cabinet.



Warren's Nickel Plated Sample Holders.  
The Most Simple, Practical and Useful Holder Ever Devised.



Warren's Knife Cabinet.

**J. D. WARREN MFG. CO.,**

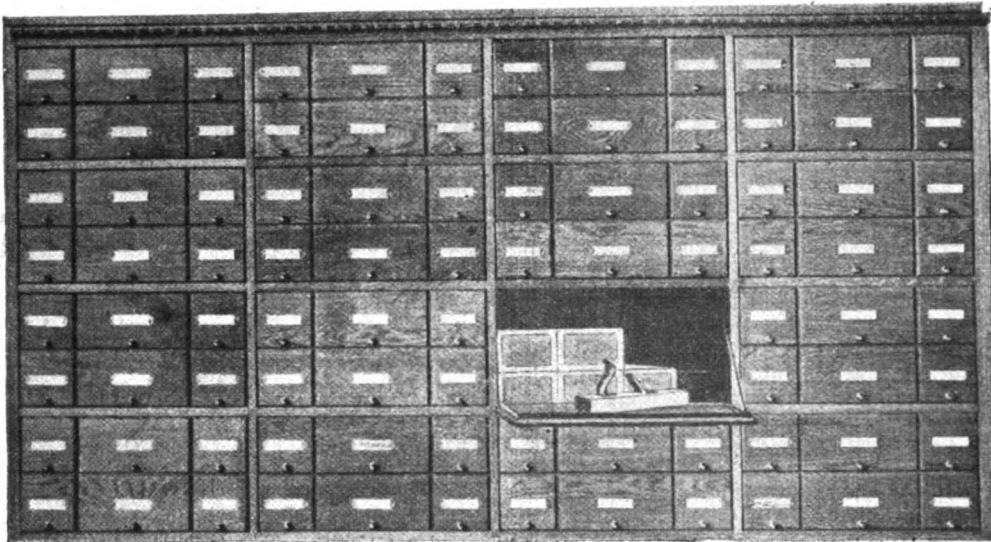
152-158 Lake Street,  
15-23 La Salle Street,

**CHICAGO.**

**Warren's Compartment Cabinets.**

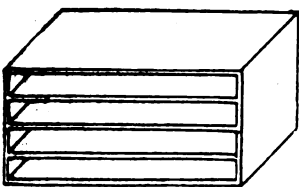
Warren's new compartment cabinets are made for the convenience of merchants that wish to carry goods in the original packages so that goods of any certain kind or class are kept in a certain space by themselves, thereby preventing the mixing of stock, and by having a place for each class of goods so that any article is more quickly found. For instance, hammers can be carried in one compartment, hatchets in another, braces in the third, etc. The front of the compartment has a tilting facing that is quickly lowered and forms a strong shelf on which the goods can be shown, preventing mixing different goods, which occurs when placed on a counter; also having the additional advantage that if the salesman is hurried, any other salesman will find the goods on this shelf or in the compartment in which they belong.

The exterior of this drop shelf is finished to give the ap-

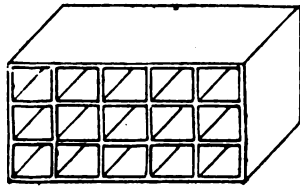


WARREN'S COMPARTMENT CABINET.

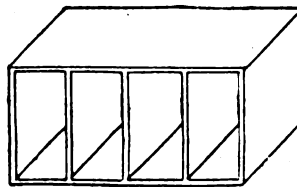
pearance of drawers, which looks much richer than a plain drop shelf. Inside of these compartments various designed chests with pigeon holes and shelves can be placed, as illustrated by outlines in Nos. 1, 2, 3 and 4. For instance, each shelf in No. 1 will hold twelve sizes of bits, so that forty-eight different sizes can be carried in one compartment systematically arranged. Other goods can be conveniently kept separate in a similar way. Cabinets with wooden drawers will be furnished if desired. These cabinets are 8½ feet in



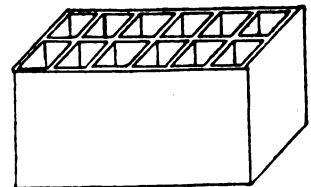
1



2



3



4

length, and of such height that when resting on a base can be conveniently reached from the floor.

Manufactured and for sale by the J. D. Warren Manufacturing Company, 152-158 Lake street, Chicago.